

The year 2004 was a one of major achievements. The U.S. Small Business Administration Massachusetts District Office reached new highs in both the number and dollar total of SBA-backed loans and more than 36,000 clients were trained and counseled by SBA and our resource partners – SCORE, *Counselors to America's Small Business*, the Small Business Development Center Network and the Center for Women & Enterprise. We are proud of what we have accomplished with the help of our lending and economic development partners. We believe that by working together, we will continue to help small businesses grow and prosper.

2004 Achievements

Guaranteed a record 3,253 loans worth \$344 million.

One hundred and ten (110) lending institutions participated in SBA's flagship 7(a) Loan Guaranty Program. This loan program is available for nearly all business purposes.

Booked a record 151 Certified Development Company/504 loans totaling \$72 million. This loan program is designed to finance commercial real estate and/or capital equipment for expanding businesses.

Increased loan volume by 16%.

Increased loan dollars by 20%.

Increased loans to women by 23%.

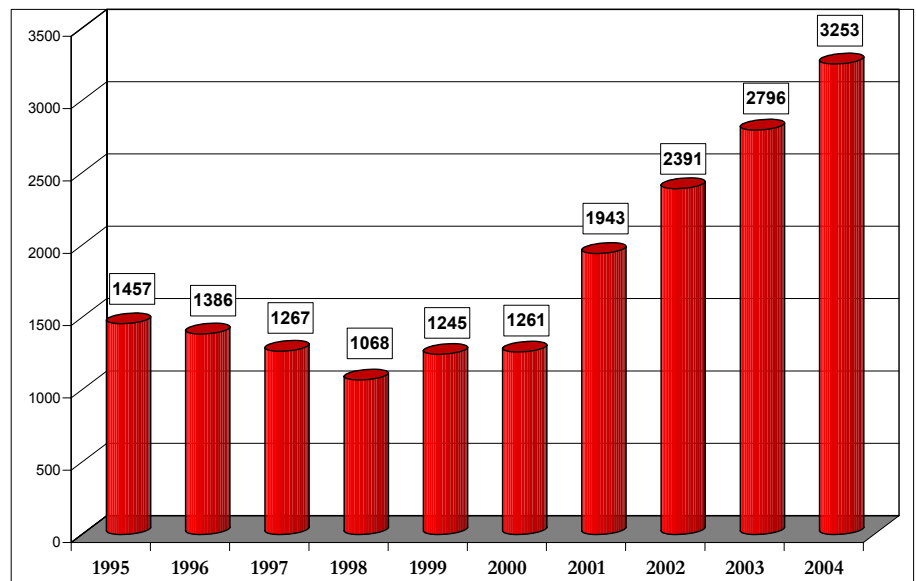
Registered 26 new lenders for SBAExpress.

Massachusetts Small Business Investment Companies were responsible for 309 financings totaling \$158 million. These privately-owned firms, licensed and strengthened by SBA guarantees, provide venture capital to new and established small businesses.

Trained and counseled more than 36,000 entrepreneurs with our resource partners.

Massachusetts firms received 765 Small Business Innovation Research (SBIR) awards totaling \$241 million in 2003, the second highest number and dollar total in the nation. Under SBIR, a specific percentage of federal R&D funds are reserved for small businesses.

Loan totals 1995 - 2004



36,000 Small Business Clients Counseled and Trained by:

7,618	7 Small Business Development Centers
11,761	7 SCORE Chapters
6,235	11 Business Information Centers
1,735	The Center for Women & Enterprise
9,037	SBA District Office
36,386	Clients served

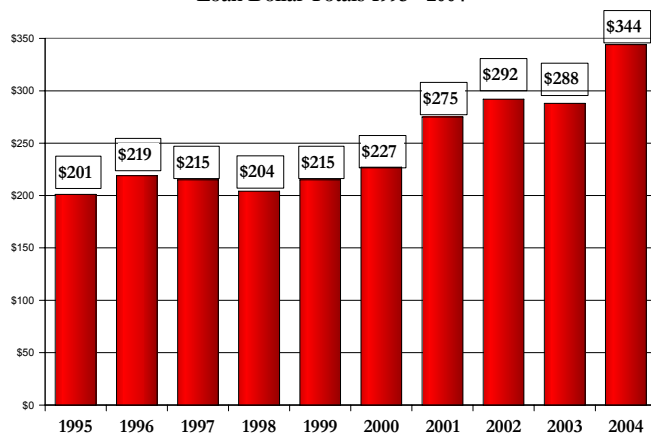
Top 504 Certified Development Companies

Certified Development Corp.	Gross Amount	# Loans
Bay Colony Development Corp.	\$ 34,873,000	63
South Eastern Economic Development Corp.	\$ 14,509,000	39
New England Certified Development Corp.	\$ 11,900,999	20
Granite State Development Corp.	\$ 5,734,000	17
South Shore Economic Development Corp.	\$ 2,436,000	7
Worcester Business Development Corp.	\$ 2,730,000	5
Total	\$ 72,182,999	151

Top 25 SBA 7(a) Loan Guaranty Lenders in 2004

	LENDER NAME	Gross Amount	LOANS
1	Citizens Bank	\$69,870,000.00	1497
2	Fleet National Bank	\$15,687,300.00	290
3	Banknorth	\$16,181,800.00	189
4	Capital One Federal Savings Bank	\$5,795,000.00	142
5	Sovereign Bank	\$9,601,000.00	133
6	Eastern Bank	\$15,594,660.00	93
7	Bank of Western Massachusetts	\$7,517,900.00	68
8	Danvers Savings Bank	\$7,007,000.00	48
9	CIT Small Business Lending Corp.	\$22,323,300.00	46
10	Enterprise Bank & Trust Co.	\$5,396,500.00	42
11	South Shore Savings Bank	\$3,025,000.00	34
12	Legacy Banks	\$2,963,000.00	33
13	Independence Bank	\$9,244,500.00	24
14	Fall River Five Cents Savings Bank	\$1,928,000.00	23
15	Webster Bank	\$2,744,500.00	22
16	Greylock Federal Credit Union	\$2,044,547.00	18
17	Heritage Co-operative Bank	\$3,274,800.00	17
18	Compass Bank for Savings	\$1,783,000.00	16
19	Flagship Bank & Trust Co.	\$4,107,000.00	15
20	Florence Savings Bank	\$3,113,500.00	15
21	Greenfield Co-operative Bank	\$632,500.00	14
22	Business Loan Center, LLC	\$2,216,300.00	11
23	North Shore Bank	\$2,003,000.00	10
24	West Bank	\$634,000.00	10
25	Rockland Trust Company	\$1,977,000.00	9

Loan Dollar Totals 1995 - 2004



New SBAExpress Lenders in 2004

1. Bank of Canton
2. Berkshire Bank
3. Beverly National Bank
4. Bridgewater Savings
5. Cambridge Trust
6. Century Bank
7. Chart Bank
8. Community Bank
9. Digital Federal Credit Union
10. Fall River 5 Cents Savings
11. Greenfield Savings Bank
12. Hampden Savings Bank
13. Heritage Co-operative Bank
14. Lee Bank
15. Mansfield Bank
16. Mayflower Bank
17. Milford National Bank & Trust
18. North Shore Savings Bank
19. Rockport National
20. Salem Five
21. Southbridge Savings Bank
22. South Shore Co-operative Bank
23. Spencer Savings Bank
24. Westborough Bank
25. Westfield Bank
26. Weymouth Bank

New 7(a) Loan Guaranty Lenders

bcpbank
Medway Co-operative Bank
Mt. Washington Bank
Weymouth Bank

New SBA Certified Development Company

Dorchester Bay Neighborhood Loan Fund, Inc.

U.S. Small Business Administration



Your Small Business Resource

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